



Role: Account Manager

Job Introduction

Following the continued growth and success of our business, exciting opportunities have arisen for proven Account Managers to join the Servium team. The successful candidate(s) will demonstrate impressive consultancy skills and an acute understanding of the provision of enterprise IT solutions and services to corporate customers.

We're looking for skilled and experienced IT Account Managers. We offer a highly competitive package with an uncapped OTE to individuals able to fulfil the below requirements.

Role Responsibilities

Include but are not limited to:

- Identifying and generating new prospects to convert into key accounts
- Developing and managing key accounts to their full potential
- Continually building on own product and market knowledge
- Engagement with appropriate resources and management to ensure solutions meet customer needs
- Proactively building rapport across multiple customer contacts, seeking out senior personnel, buying levels, and new opportunities
- Identifying a broad range of opportunities with customers, and help to develop sales campaigns
- Maintain accuracy and data quality on core Servium systems

Key Qualities

- A proven IT Account Management track record, ideally in high-end products and solutions
- A natural ability to build customer rapport
- Self-motivated and ambitious
- Exceptional time and workload management
- Analytical proficiency to assimilate information quickly
- Natural business acumen
- Experience of working at senior levels within a company
- A proven ability to develop and close business opportunities
- A good cultural fit for the business i.e. a caring and can-do attitude